



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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FOR RELEASE:

IMMEDIATELY

JANUARY 1985 BILLINGS FOR METAL TREATING INDUSTRY EXCEED JANUARY 1984 TOTAL BY 15.8%

January 1985 sales amounted to \$39.4 million, up from \$34.0 million for January 1984.

January 1985 sales for Commercial Heat Treaters improved 23.9% over those for December 1984.

Eight out of nine MTI districts showed improved sales over January 1984 totals.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Jan. 85 vs.</u> <u>Jan. 84</u>	<u>Total 1985</u> <u>vs. 1984</u>
1	New England (MA-RI-CT)	32.1	32.1
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	11.7	11.7
3	South Central (W.PA-OH-IN-KY)	15.8	15.8
4	Michigan	8.9	8.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-1.2	-1.2
6	North Central (IL-WI-MN-MO-IA)	7.2	7.2
7	Pacific Coast (So.CA-AZ)	29.0	29.0
8	Southwest (TX-OK-AR-CO-LA-UT)	45.2	45.2
9	Northwest (No.CA-OR-WA-B.C.)	21.3	21.3

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1985

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	33997.0	39367.9	15.8	100.0	100.0
Dist. 1	17	1701.2	2248.0	32.1	5.0	5.7
Dist. 2	39	5543.2	6192.7	11.7	16.3	15.7
Dist. 3	59	5654.5	6548.8	15.8	16.6	16.6
Dist. 4	30	5946.9	6474.1	8.9	17.5	16.4
Dist. 5	23	1411.7	1395.2	-1.2	4.2	3.5
Dist. 6	46	7065.8	7573.3	7.2	20.8	19.2
Dist. 7	28	4002.1	5161.5	29.0	11.8	13.1
Dist. 8	27	2236.5	3246.4	45.2	6.6	8.2
Dist. 9	9	435.1	527.9	21.3	1.3	1.3
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	33997.0	39367.9	15.8	100.0	100.0
Dist. 1	1701.2	2248.0	32.1	5.0	5.7
Dist. 2	5543.2	6192.7	11.7	16.3	15.7
Dist. 3	5654.5	6548.8	15.8	16.6	16.6
Dist. 4	5946.9	6474.1	8.9	17.5	16.4
Dist. 5	1411.7	1395.2	-1.2	4.2	3.5
Dist. 6	7065.8	7573.3	7.2	20.8	19.2
Dist. 7	4002.1	5161.5	29.0	11.8	13.1
Dist. 8	2236.5	3246.4	45.2	6.6	8.2
Dist. 9	435.1	527.9	21.3	1.3	1.3

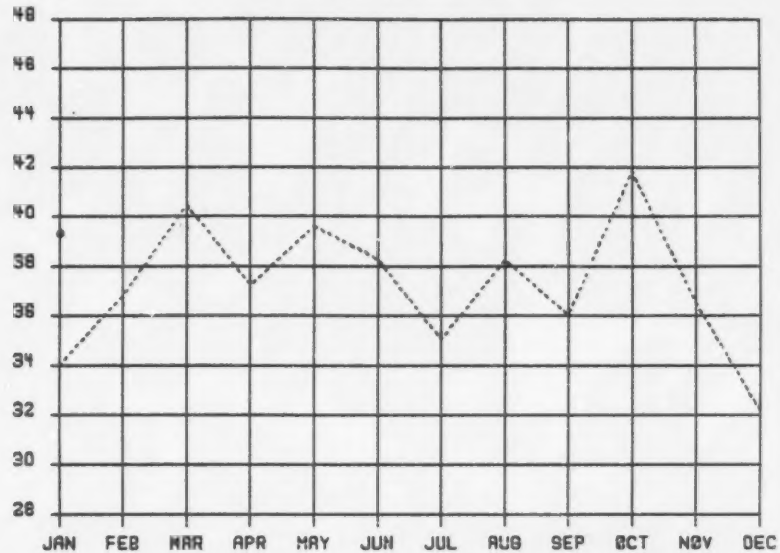
¹ Total MTI membership including firms that do not participate in monthly analysis.

MILLIONS

NATIONAL BILLINGS

1984 - - - -
1985 - - - -

Note: January sales total is represented on the graphs as a point on the leftmost vertical (January) line.



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

15.8

% Change

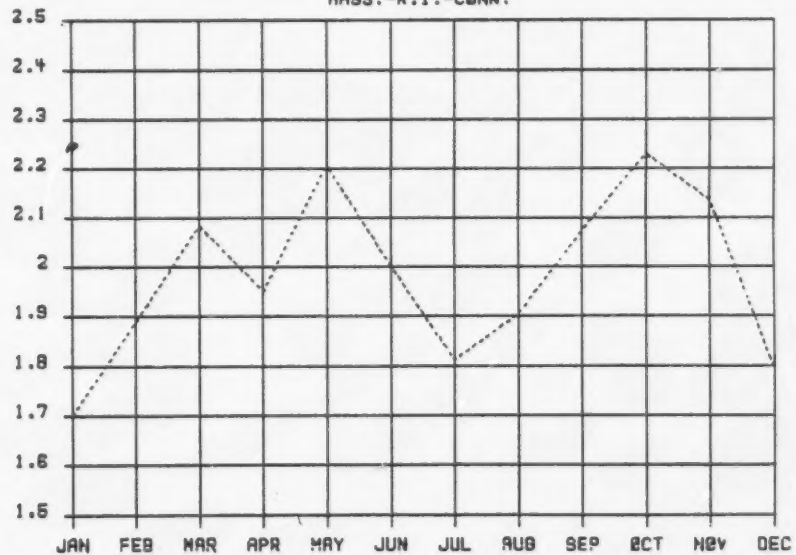
Cumulative

15.8

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1984 - - - -
1985 - - - -



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

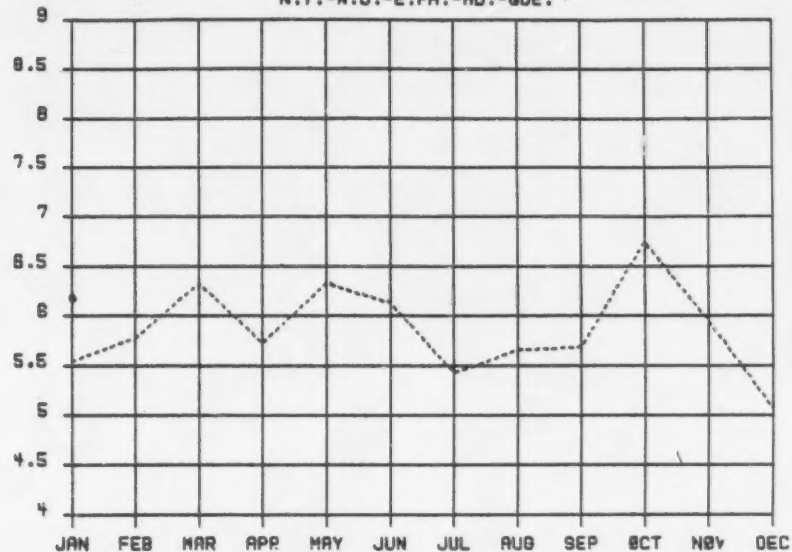
32.1

% Change

Cumulative

32.1

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.-QUE.1984 - - - -
1985 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

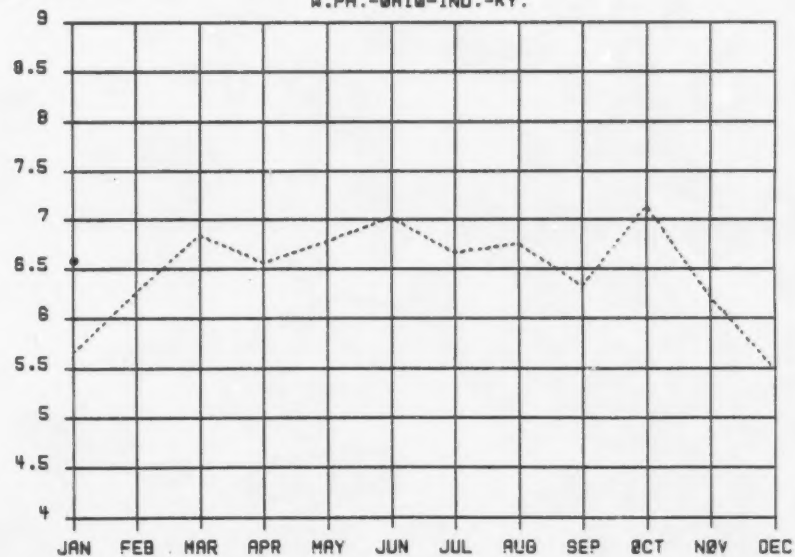
11.7

% Change

Cumulative

11.7

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.1984 - - - -
1985 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

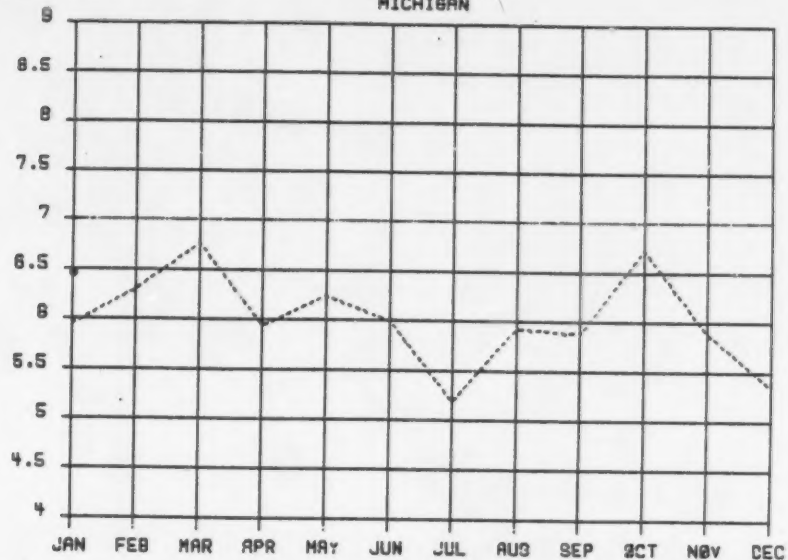
15.8

% Change

Cumulative

15.8

MILLIONS

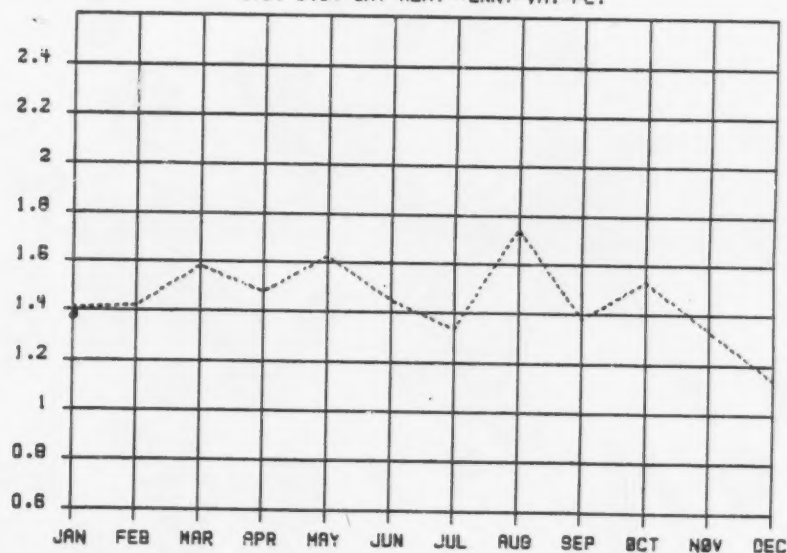
DISTRICT 4
MICHIGAN1984 - - - -
1985 - - - -Gain or Loss
% ChangeMonthly
Cumulative

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

8.9

8.9

MILLIONS

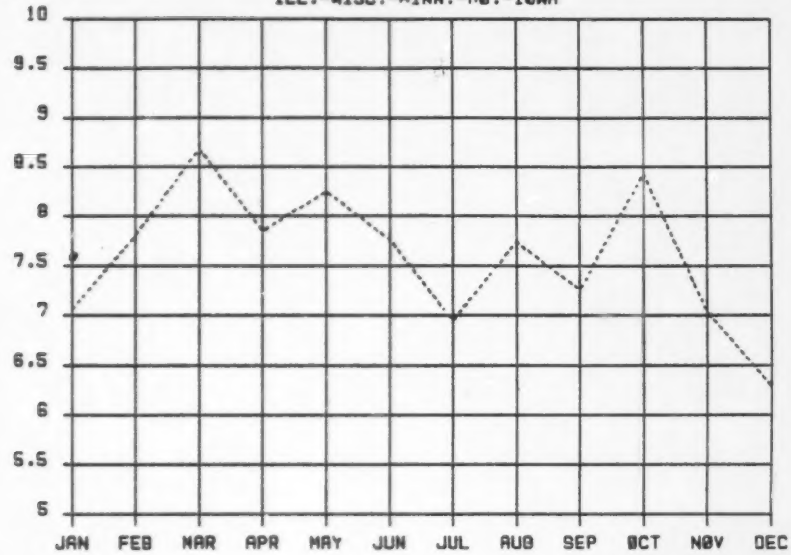
DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.1984 - - - -
1985 - - - -Gain or Loss
% ChangeMonthly
Cumulative

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

-1.2

-1.2

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1984 - - - -
1985 ————

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

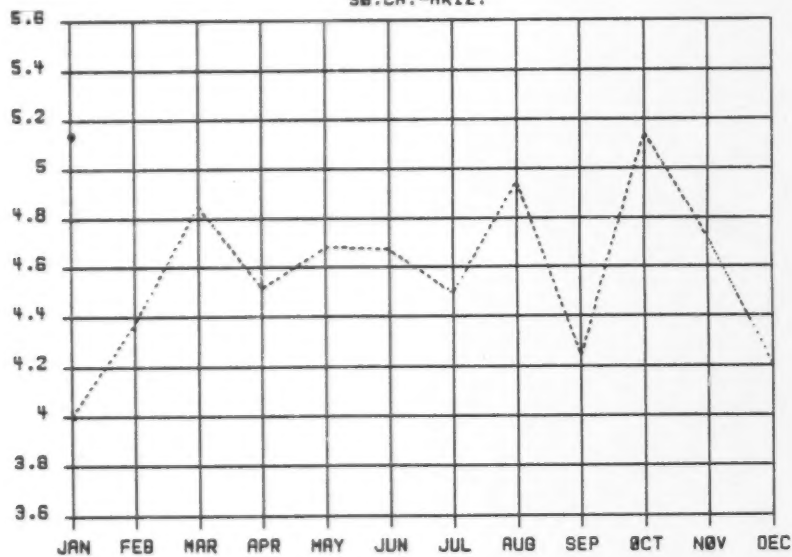
7.2

% Change

Cumulative

7.2

MILLIONS

DISTRICT 7
SO.CA.-ARIZ.1984 - - - -
1985 ————

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

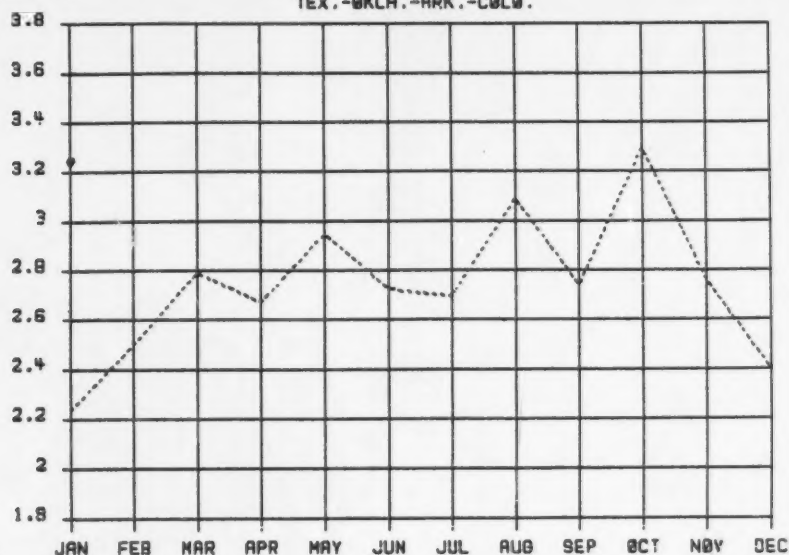
29.0

% Change

Cumulative

29.0

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.1984 - - - -
1985 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	45.2											
% Change	45.2											

Gain or Loss

Monthly

45.2

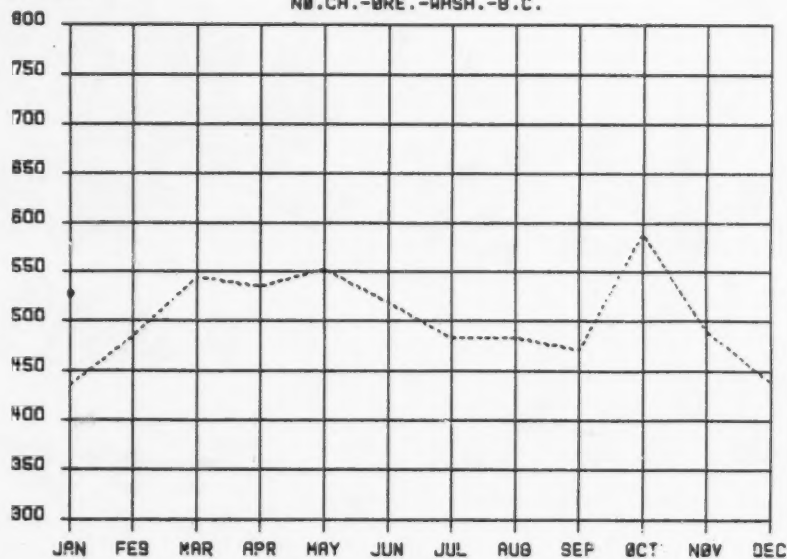
% Change

Cumulative

45.2



THOUSANDS

DISTRICT 9
ND.-CA.-BRE.-WASH.-B.C.1984 - - - -
1985 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	21.3											
% Change	21.3											

Gain or Loss

Monthly

21.3

% Change

Cumulative

21.3



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FEBRUARY 1985 SALES FOR METAL TREATING INDUSTRY UP 3.5% FROM FEBRUARY 1984

For the first two months of 1985, billings totaled \$77.7 million, up 9.5% from the 1984 total of \$70.9 million.

In February the Commercial Heat Treating Industry experienced a decline of 2.8% in sales from the previous month.

Seven out of nine MTI districts recorded gains over the February 1984 totals.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Feb. 85 vs.</u> <u>Feb. 84</u>	<u>Total 1985</u> <u>vs. 1984</u>
1	New England (MA-RI-CT)	12.0	21.6
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	6.6	9.2
3	South Central (W.PA-OH-IN-KY)	-1.1	6.9
4	Michigan	5.6	7.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.5	0.7
6	North Central (IL-WI-MN-MO-IA)	-6.7	-0.1
7	Pacific Coast (So.CA-AZ)	9.9	19.0
8	Southwest (TX-OK-AR-CO-LA-UT)	21.2	32.5
9	Northwest (No.CA-OR-WA-B.C.)	1.7	11.0

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ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1985

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	36889.1	38272.3	3.7	100.0	100.0
Dist. 1	17	1888.2	2115.3	12.0	5.1	5.5
Dist. 2	39	5812.5	6205.4	6.8	15.8	16.2
Dist. 3	59	6270.7	6200.3	-1.1	17.0	16.2
Dist. 4	30	6325.1	6679.3	5.6	17.1	17.5
Dist. 5	23	1419.9	1455.2	2.5	3.8	3.8
Dist. 6	46	7809.7	7282.9	-6.7	21.2	19.0
Dist. 7	28	4376.6	4808.7	9.9	11.9	12.6
Dist. 8	27	2501.3	3032.1	21.2	6.8	7.9
Dist. 9	9	485.0	493.2	1.7	1.3	1.3
Foreign	22					

BILLINGS TO DATE

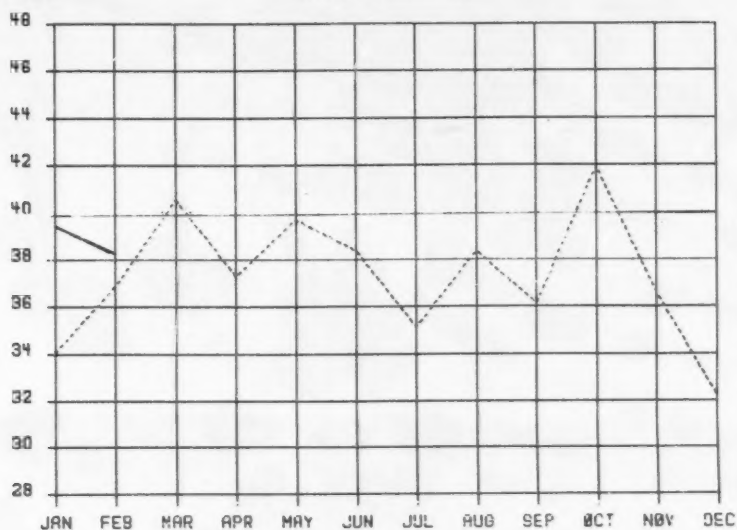
	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	70944.3	77700.6	9.5	100.0	100.0
Dist. 1	3589.5	4363.4	21.6	5.1	5.6
Dist. 2	11381.9	12429.0	9.2	16.0	16.0
Dist. 3	11925.1	12749.1	6.9	16.8	16.4
Dist. 4	12303.9	13182.9	7.1	17.3	17.0
Dist. 5	2831.6	2850.4	0.7	4.0	3.7
Dist. 6	14875.5	14856.1	-0.1	21.0	19.1
Dist. 7	8378.8	9970.2	19.0	11.8	12.8
Dist. 8	4737.9	6278.5	32.5	6.7	8.1
Dist. 9	920.1	1021.1	11.0	1.3	1.3

¹ Total MTI membership including firms that do not participate in monthly analysis.

MILLIONS

NATIONAL BILLINGS

1984 - - - - -
1985 - - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	3.7									
% Change	Cumulative	15.8	9.5									

Gain or Loss

Monthly

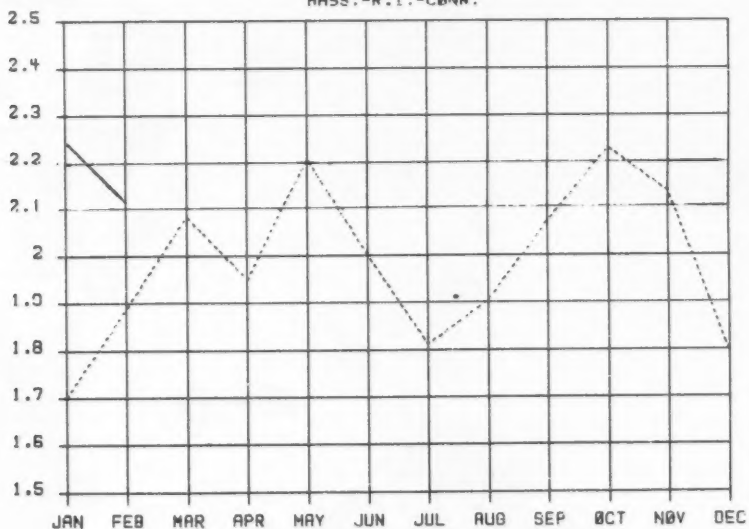
% Change

Cumulative

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1984 - - - - -
1985 - - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	32.1	12.0									
% Change	Cumulative	32.1	21.6									

Gain or Loss

Monthly

% Change

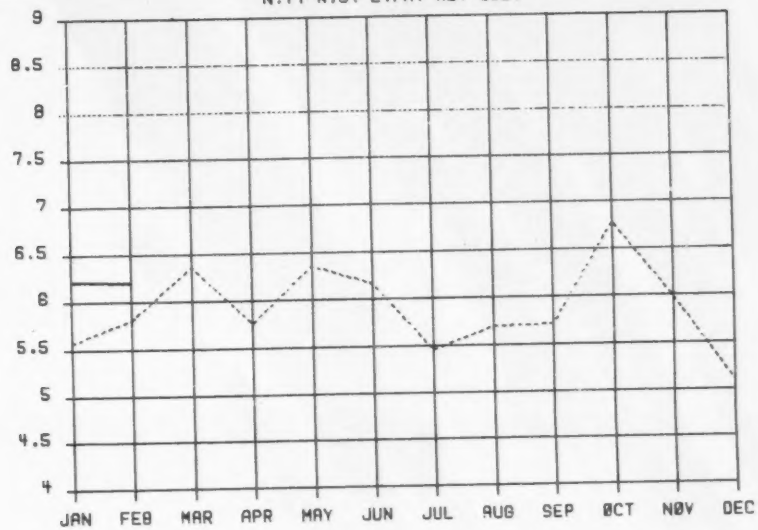
Cumulative

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.-QUE.

1984 - - - -

1985 - - - -

Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

11.7 6.8

% Change

Cumulative

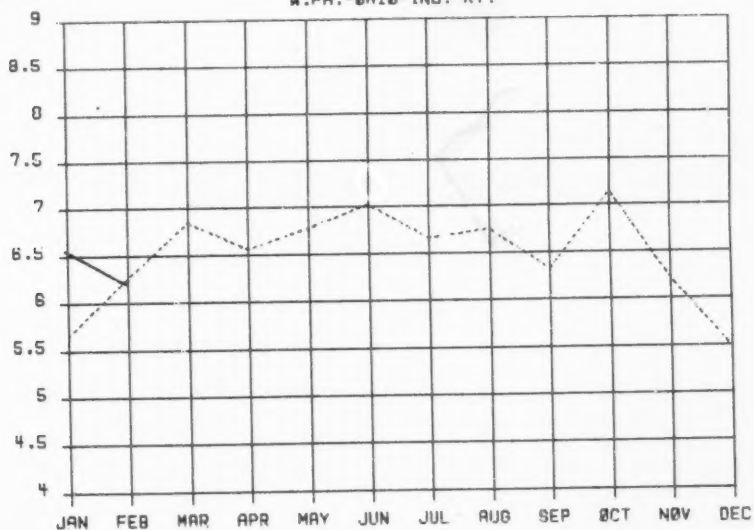
11.7 9.2

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.

1984 - - - -

1985 - - - -

Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

15.8 -1.1

% Change

Cumulative

15.8 6.9